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AGRIBUSINESS ORGANIZATION DIRECTORY


A Selected List of Government and Private Organizations
Engaged in or Concerned with International Agribusiness



Prepared by the Agribusiness Staff
Office of Commercial and Financial Policy
BUREAU OF INTERNATIONAL COMMERCE
U.S. DEPARTMENT OF COMMERCE

Washington, D.C. 20230

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Prefatory Note

In the compilation of a directory of this kind, three special problems confront the compiler: (1) what organizations to include (2) how much detail to provide, and (3) how to furnish up-to-date information on organizations, addresses and positions that change frequently.

With regard to what, and how much, the pages that follow represent the best judgment of the authors. A diligent effort has also been made to secure currentness in names, addresses and other details. However, it is recognized that the passing of time will affect both subject matter and up-to-dateness.

If the Directory serves the useful purpose envisioned for it, revisions may be made from time to time. With such revisions in mind, suggestions will be appreciated.

SECTION I
U.S. GOVERNMENT AGENCIES

U.S. Department of Commerce
U.S. Department of State
 Agency for International Development
U.S. Department of Agriculture

U.S. DEPARTMENT OF COMMERCE

Fourteenth Street, between E Street and Constitution Avenue
Washington, D.C. 20230

The expansion of agribusiness exports (agricultural production inputs, storage and handling equipment, and agricultural processing facilities) is a matter of high priority in the Department of Commerce. Within the Department, export expansion is the specific responsibility of the Assistant Secretary for Domestic and International Business (DIB) who supervises:

Bureau of International Commerce (BIC)
Business and Defense Services Administration (BDSA)
Office of Foreign Commercial Services (OFCS)
Office of Field Services (OFS), with 42 Field Offices
in major cities.
Office of Publications and Information (OP&I)

1. Bureau of International Commerce (BIC)

Lawrence A. Fox, Director
Room 3858
Tel: (202) 967-5261

BIC has the primary responsibility for assisting the American businessman achieve his overseas sales expansion objectives. The Bureau promotes U.S. trade and investment overseas through its staff of foreign trade experts and country specialists who try to stimulate U.S. trade overseas on a geographic basis.

Specifically, BIC conducts promotional activities in overseas markets; provides business with information and advisory services about foreign trade opportunities; helps formulate U.S. trade and commercial policy positions; and administers the export control program. At the same time - working with such organizations as the General Agreement on Tariffs and Trade to reduce restrictions on international business - BIC seeks to establish and maintain a climate favorable for overseas trade by U.S. businessmen and investors.

In addition, BIC is responsible along with other Government agencies for formulating general U.S. policy regarding international transportation, insurance, and the movement of goods and people in international trade.

(1) Office of Commercial and Financial Policy (OCFP)

Robert L. Hirshberg, Director
Room 1864
Tel: (202) 967-5131

Agribusiness Staff

Phil S. Eckert, Project Manager for Agribusiness
Richard S. Roberts
Liane Atlas
Room 1859
Tel: (202) 967-4524

Function: Serves as a focal point for guidance to U.S. businessmen on Department of Commerce services and information involving agribusiness international trade, and trade-related international agribusiness investments. Serves as liaison with other government agencies and international organizations on agribusiness affairs. Functions as the Secretariat for the Agribusiness Industry Advisory Committee, jointly sponsored by the Departments of Agriculture and Commerce.

(2) Office of International Regional Economics (OIRE)

Robert E. Simpson, Director
Room 3844
Tel: (202) 967-3532

Function: A Commerce Department Country Specialist Officer is assigned to each foreign country to gather information, analyze and assess the current economic, financial and political situations in that particular country. These officers are available to Agribusinessmen for consultations on any foreign country.

(3) Office of International Trade Promotion (OITP)

Paul E. Pauly, Director
Room 6018
Tel: (202) 967-4231

Function: To conduct overseas trade promotion activities mainly through the use of trade missions, trade fairs, trade centers, and sample displays. Their officers are prepared to assist, guide and advise the potential and actual exporter in his export, trade promotion efforts.

(4) Office of International Investments (OII)

S. Stanley Katz, Director
Room 1860
Tel: (202) 967-4925

Function: Helps provide assistance and guidance on opportunities and problems involving foreign investments as well as guidance to foreigners wishing to invest in the U.S.A.

2. Business and Defense Services Administration (BDSA)

Rodney L. Borum, Director
Room 4848
Tel: (202) 967-5491

Basically, the mission of the Business and Defense Services Administration (BDSA) is to serve U.S. Domestic industry. Organized into 8 offices and 24 industry divisions, its staff of approximately 200 industry specialists provides information and assistance to 424 manufacturing, construction, distribution and science industries.

In this context, BDSA gathers information about commodities in world trade; collects, evaluates and publicizes information about overseas trading opportunities; and generally assists in activities related to export expansion as another means of helping U.S. industry. For example, BDSA promotes adoption of commodity standards and specifications that will permit U.S. business to compete successfully in world markets.

A. Office of Business Programs

Edward R. Killam, Director
Room 4031
Tel: (202) 967-4385

Agribusiness Program Manager

John A. Lien
Room 4067
Tel: (202) 967-4356

3. Office of Foreign Commercial Services (OFCS)

Donald S. Gilpatric, Director
Room 1033
Tel: (202) 967-3320

(Function - See next page)

Function: Both BIC and BDSA obtain much of their information about world trade through the Commercial Officers in the U.S. Foreign Service.

The Office of Foreign Commercial Services (OFCS) is primarily responsible for the recruitment, assignment, and performance evaluation of these officers, who are stationed at all key U.S. embassies and consulates to collect and report trade information.

4. Office of Field Services (OFS)

Charles F. Boehm, Director

Room 5015B

Tel: (202) 967-3641

Function: The Office of Field Services (OFS) supervises the 42 Department of Commerce Field Offices located throughout the United States and in Puerto Rico. Each represents the Department of Commerce in its locality and assists in carrying out the programs of BIC and BDSA as well as those of other bureaus of the Department.

At each Field Office experienced specialists help in the solution of business problems, furnish information and publications about the Department's programs and services, and provide counsel on both foreign and domestic business operations. A call or letter to a Field Office is the logical first step in getting information and assistance on both international and domestic trade matters.

Organizationally separate, but working with Domestic and International Business is the Office of Foreign Direct Investment that reports to the Secretary of Commerce.

Office of Foreign Direct Investment

Charles E. Fiero, Director

Room 5898C

Tel: (202) 967-3853

Function: Regulates the outflow of U.S. Capital used for foreign business operations.

U.S. DEPARTMENT OF STATE
21st Street and Virginia Avenue, N.W. (New State Building)
Washington, D.C. 20520

1. Bureau of Economic Affairs

International Resources and Food Policy	George R. Jacobs Deputy Assistant Secretary Room 3529 Tel. (202) 383-2031
(1) Office of International Commodities	Julius L. Katz Director Room 3529 Tel. (202) 383-4895
(2) Office of Food Policy and Programs	Fred H. Sanderson Director Room 3427 Tel. (202) 383-5984

Function: Guidance and negotiations on international food policies.

2. Agency for International Development

(1) <u>Office of the War on Hunger</u> 21st Street and Virginia Avenue, N.W. (New State Building) Washington, D.C. 20523	
Assistant Administrator	H. Brooks James Room 4942 Tel. (202) 383-8044
Deputy Assistant Administrator	Irwin R. Hedges Room 4938 Tel. (202) 383-7995
Deputy Assistant Administrator for Population, Nutrition, and Health	Malcolm H. Merrill Room 3883 1711 New York Ave. N.W. Tel. (202) 383-8056

Functions: Consolidates all AID staff activities in food, nutrition, population problems, and agricultural development. Works in concert with international organizations and U.S. Government agencies towards seeking new ways to solve problems of hunger.

The Office of the War on Hunger includes the following services:

Addresses,
Washington, D.C.

Agricultural and Rural
Development

Douglas D. Caton
1711 New York Ave. N.W.
Tel. (202) 383-8330

Population

R. T. Ravenholt
1711 New York Ave. N.W.
Tel. (202) 383-6545

Nutrition and Child Feeding

Martin Forman
1711 New York Ave. N.W.
Tel. (202) 343-6363

Health

Lee M. Howard
1711 New York Ave. N.W.
Tel. (202) 383-6996

Food From the Sea

George K. Parman
1711 New York Ave. N.W.
Tel. (202) 343-2391

Food for Freedom

Frank R. Ellis
1711 New York Ave. N.W.
Tel. (202) 343-4809

Research and Institutional
Grants

Erven J. Long
1711 New York Ave. N.W.
Tel. (202) 383-2113

Reports and Information
Staff

Samuel Belk
21st Street & Virginia Ave. N.W.
Tel. (202) 383-8579

- (2) Office of Private Resources
21st Street and Virginia Avenue, N.W.
(New State Building)
Washington, D.C. 20523

Assistant Administrator Herbert Salzman
Room 3932
Tel. (202) 383-8008

Private Investment Center
Managing Director Leigh M. Miller
Room 3934
Tel. (202) 383-7975

Assistant Director for Agribusiness Robert J. Emerson
Room 2246
Tel. (202) 383-8692

Investment Promotion Division
Director Graham Williams
Businessmen's Information Service Room 2246
Tel. (202) 383-6796

Business Information Officers Margaret R. VanCaster
Dorothy Kemp
Room 2926
Tel. (202) 383-4291

Insurance Division (Political Risk
Insurance & Pre-Investment Surveys)
Director Harry Freeman
Room 2245
Tel. (202) 383-8363

Finance Division
Director Paul Micou
Room 2246
Tel. (202) 383-4836

Private Resources Development Service
Executive Director W. Gilbert Carter
Room 3938
Tel. (202) 383-8011

Deputy Executive Director Harriet S. Crowley
Room 3936
Tel. (202) 383-8011

Cooperative Development Coordinator J. David McVoy
Room 2495
Tel. (202) 383-8011

Coordinator for Voluntary Agencies Howard Kresge
Room 2497
Tel. (202) 383-8471

(continued on next page)

Functions: The Office of Private Resources is responsible for promoting maximum U.S. private participation in, and contribution to, overseas development and stimulating the growth of the private sector in less-developed countries, with emphasis on eliciting greater involvement in the war on hunger. It is the Agency's central point of contact with the U.S. private community, including U.S. investors, business groups, cooperatives, voluntary agencies, professional and trade associations, foundations and other nongovernmental organizations presently or potentially interested in participation in overseas development.

Within the Office of Private Resources, the Private Investment Center administers the following investment incentive programs: Pre-investment Surveys, Political Risk Insurance, Extended Risk Guaranties, Local Currency "Cooley" Loans, Dollar Development Loans. The Private Resources Development Service is responsible for the maximum effective utilization of the technical assistance resources of the U.S. private community in furthering overseas development objectives. The Businessmen's Information Service assists businessmen and investors interested in opportunities in less-developed countries, and guides them to appropriate offices and individuals.

U.S. DEPARTMENT OF AGRICULTURE
14th Street and Independence Avenue
Washington, D.C. 20250

1. Foreign Agricultural Service

Department of Agriculture, South Building, 14th and Independence
Washington, D.C. 20250

Administrator: Raymond A. Ioanes
Room 5073
Tel. (202) 388-3935

Assistant Administrator: Roy W. Lennartson
Room 5071
Tel. (202) 388-7055

Functions: The Foreign Agricultural Service is an export promotion and service agency for U.S. agriculture products. The Service maintains and expands agricultural exports by cooperating with private organizations on jointly financed market development projects abroad, and by appraising overseas marketing opportunities and communicating them to American business, farm groups and organizations. The F.A.S. operates, through the Foreign Service of the United States, a global reporting and analysis network covering world agricultural production, trade competition and policy situations that affect American agriculture. Information on all principal farm commodities in world trade is made available through publications.

Major Divisions: General Sales
Export Programs
Barter and Stockpiling
Commodity Programs
International Trade
Agricultural Attaches

2. International Agricultural Development Service
Department of Agriculture, South Building, 14th and Independence
Washington, D.C. 20250

Administrator: Lester R. Brown
Room 4070
Tel. (202) 388-7393

Deputy Administrator: Lyle P. Schertz
Room 4070
Tel. (202) 388-3835

High Protein Foods and Agribusiness Group: Aaron M. Altschul
Director
Room 4078
Tel. (202) 388-3275

Functions: Established in August, 1963, to coordinate and administer Department of Agriculture programs in foreign technical assistance and training. The International Agricultural Development Service is financed by AID, with which it works closely, as well as with the Food and Agriculture Organization of the United Nations, and other public and private organizations interested in this field.

SECTION II
AGRIBUSINESS INDUSTRY ADVISORY COMMITTEE

Co-Chairmen

1. Department of Agriculture
Martin E. Abel
Deputy Assistant Secretary for International Affairs
Room 219-A, North Agriculture Building
Telephone (202) 388-3471
2. Department of Commerce
Stanley Nehmer
Deputy Assistant Secretary for Resources
Room 5036, Commerce Building
Telephone (202) 967-3737

Executive Secretary

Phil S. Eckert
Project Manager for Agribusiness
Office of Commercial and Financial Policy
Department of Commerce
Room 1859, Commerce Building
Telephone (202) 967-4524

Committee's Scope of Activities:

This Committee, jointly sponsored by the Departments of Agriculture and Commerce has the overall industry responsibility for advising the two Departments on matters of overseas agribusiness development. Its members, who represent agribusiness geographically and functionally, are listed on the following two pages.

Agribusiness Industry Advisory Committee

Members as of August 1968

William O. Beers
President
National Dairy Products Corporation
New York, New York

James Dean
General Manager
Farmers Cooperative Commission Co.
Hutchinson, Kansas

D. W. Brooks
Executive Vice President and
General Manager
Cotton Producers Association
Atlanta, Georgia

R. Hal Dean
President and Chairman of the
Board
Ralston Purina Company
St. Louis, Missouri

Charles W. Call, Jr.
President and Chief Executive
Officer
Ward Foods, Inc.
New York, New York

Charles S. Dennison
Vice President
Overseas Operations
International Minerals and Chemical
Corporation
New York, New York

D. Kenneth Christensen
Chairman of the Board
Northrup, King and Co.
Minneapolis, Minnesota

John P. Duncan, Jr.
Manager, Agribusiness Services
Southern Railway System
Washington, D. C.

George L. Clements
Chairman, Board of Directors and
Chief Executive Officer
Jewel Companies, Inc.
Melrose Park, Illinois

C. Coleman Fisher
Vice President
Mobil Chemical International Ltd.
New York, New York

Owen Cooper
President
Mississippi Chemical Corporation
Yazoo City, Mississippi

John M. Fox
Chairman of the Board
United Fruit Company
Boston, Massachusetts

F. O. Cullen
Vice President
Del Monte Corporation
San Francisco, California

John Graflund
Vice President
Overseas Administration
Deere and Company
Moline, Illinois

Henry J. Heinz II
Chairman of the Board
H. J. Heinz Company
Pittsburgh, Pennsylvania

Wayne Richardson, Jr.
Vice President
Hawaiian Agronomics Company
Honolulu, Hawaii

William J. Jensen
Vice President & General Manager
Agriculture Division
Butler Manufacturing Co.
Kansas City, Missouri

Robert Stuart
President & Chief Executive Officer
National Can Corporation
Chicago, Illinois

Robert D. McEvers
Vice President & General Manager
Tank Car Division
Union Tank Car Company
Chicago, Illinois

Donald O. Swan
President
Esso Chemical Company, Inc.
New York, New York

Robert McLellan
Vice President
FMC International
San Jose, California

Jonathan S. Tobey
Technical Director, Agriculture
The Chase Manhattan Bank
New York, New York

Harold W. McMillen
Chairman of the Board
Central Soya Co.
Fort Wayne, Indiana

Richard H. Wellman
Vice President & General Manager
of Agricultural Products
Process Chemicals Division
Union Carbide Corporation
New York, New York

Lee L. Morgan
Executive Vice President
Caterpillar Tractor Company
Peoria, Illinois

Henry H. Wilson
President
Chicago Board of Trade
Chicago, Illinois

John T. Phillips, Jr.
President
Lilliston Corporation
Albany, Georgia

SECTION III
THE AGRIBUSINESS COUNCIL, INC.

Executive Director: George L. Mehren
Room 2561
299 Park Avenue
New York, New York 10017
Tel. (212) 755-7636

Scope of Activities: The Council's main functions are: (1) To make available to agribusiness leaders information about selected developing countries with acceptable investment climates to encourage their companies to make investment feasibility studies in agricultural development; (2) To improve liaison and exchange of information with governments, international organizations, universities, foundations and other non-profit groups with the objective of identifying areas of cooperation and mutual interest; (3) To act as an information and referral center, both providing data and assisting the membership in locating sources of information.

The Council is a non-profit institution and is not a financial underwriting group, nor a center for the collection and processing of massive data on a global scale. It does not give specific legal, engineering, managerial or investment advice.

Membership in the Council is broad and without numerical limitation. There are two principal categories of membership: (1) Corporate, (any firm in agribusiness, in its broadest sense) and (2) Individual, (representatives of foundations, universities and governmental organizations interested or involved in programs bearing on agricultural improvement). It is anticipated that on the Board of Directors the ratio between corporate representatives and non-corporate representatives will be about four to one.

SECTION IV
MAJOR FOUNDATIONS ACTIVE IN INTERNATIONAL
AGRIBUSINESS AND RELATED FIELDS

1. The Ford Foundation

Address : 477 Madison Avenue
New York, New York

Chief Officer : McGeorge Bundy, President

Scope of activities : To advance the public welfare by trying to identify and contribute to the solution of problems of national and international importance. Grants primarily to institutions for experimental, demonstration, and developmental efforts that are likely to produce significant advances within the Foundation's fields of interest: improvement of educational quality and opportunity in schools, colleges, and universities, including vocational education, research and training in international studies, science and engineering, and journalism; community development, law and the administration of justice, race relations and better opportunity for minority groups, urban and regional affairs, resources and environment, and economic research; non-commercial television; humanities and the arts; population; international understanding and cooperation among the developed nations; and assistance in less-developed countries in agriculture, family planning, education, public administration and management training, industrial and urban development, and economic research. Expenditures from capital permitted. Report published annually, supplemented by news releases, reports, and pamphlets.

2.

The Rockefeller Foundation

Address : 111 West 50th Street
New York, New York 10020

Chief Officer : J. George Harrar, President

Scope of activities : "To promote the well-being of mankind throughout the world." Primarily concerned with the advancement of knowledge and its effective application to human interests and needs through support of advanced research in selected fields of the biological and medical sciences, the social sciences, and the humanities, and of research and experimentation in agriculture; operates primarily through grants to universities, research institutes, and other qualified agencies; in virology and agriculture through staff research and direct operations. No grants for establishment, building, or operation of local institutions, for personal aid to individuals, or for appraising or subsidizing cures or inventions. Expenditures from capital permitted. Reports published quarterly and annually.

3.

Kellogg (W.K.) Foundation

Address : 400 North Avenue
Battle Creek, Michigan 49016

Chief Officer : Emory W. Morris
President and General Director

Scope of activities : "To receive and administer funds for educational and charitable purposes." Aid largely limited to programs concerned with the application of knowledge rather than its creation through basic research; through seven divisions (Agriculture, Dentistry, Public Affairs and Education, Hospitals, Medicine and Public Health, Nursine, and Latin America) aid is given to institutions and agencies in North America, Latin America, Western Europe, and Australia, with assistance to programs in all of these areas but with fellowship awards limited to recipients from outside the United States. Report published annually.

4.

Farm Foundation

Address : 600 South Michigan Avenue
Chicago, Illinois 60605

Chief Officer : Joseph Ackerman, Managing Director
R. J. Hildreth, Associate Managing Director

Scope of activities : To improve the conditions of rural life by:
(1) stimulating, coordinating, and supplementing
the efforts of existing agencies; (2) initiating
and conducting research and experimental work
for the study of any important economic, social,
educational, or scientific problem affecting the
rural population of the country; and (e) dissemi-
nating the educational and useful information
resulting from such study and experimentation.
Scholarships to county extension agents for
agricultural policy courses and to extension super-
visors for supervisory courses offered at summer
schools; fellowships for more extensive study to
agricultural extension workers with priority
given to administrators and supervisors. Report
published annually.

5.

The Agricultural Development Council, Inc.

Address : 630 Fifth Avenue
New York, New York 10020

Chief Officer : John D. Rockefeller 3rd, President

Scope of activities : Currently has three programs: (1) to develop
research, teaching, and extension related to the
economic and human problems of rural development
in Asia; (2) to stimulate and support research in
American universities on agricultural development
in Asia, Africa, and Latin America; and (3) to
collect and produce teaching materials useful for
in-service training for those engaged in activities
related to agricultural development. Report
published annually.

SECTION V
LEADERS OF INTERNATIONAL AGRICULTURAL PROGRAMS
IN MEMBER INSTITUTIONS OF THE NATIONAL
ASSOCIATION OF STATE UNIVERSITIES AND LAND-GRANT COLLEGES

(This roster of names, arranged alphabetically by state, was made available through the cooperation of the International Programs Office, National Association of State Universities and Land-Grant Colleges, Anchorage Building, 1555 Connecticut Avenue, N.W. Washington, D.C. 20036)

E. V. Smith, Dean
School of Agriculture
Director, Experiment Station
Auburn University
Auburn, Alabama 36830

Robert M. Hagan, Coordinator
International Programs in
Agriculture
University of California
Davis, California 95616

Horace F. Drury, Director
Agriculture Experiment Station
202 Bunnell
University of Alaska
College, Alaska 99701

Donal Johnson, Acting Dean
College of Agriculture
Colorado State University
Fort Collins, Colorado 80521

L. Mayland Parker
Professor of Agricultural
Economics
Arizona State University
Tempe, Arizona 85281

E. J. Kersting, Dean
College of Agriculture
University of Connecticut
Storrs, Connecticut 06268

Darrel S. Metcalfe
Director of Resident Instruction
College of Agriculture
University of Arizona
Tucson, Arizona 85721

William R. Wynder
Head of Agriculture Department
Delaware State College
Dover, Delaware 19901

E. B. Stanley, Campus Coordinator
AID Contract Program in Brazil
The University of Arizona
Tucson, Arizona 85721

C. E. Walker, Dean
School of Agriculture & Home
Economics
Florida A and M University
Tallahassee, Florida 32307

Charles M. Hardin, Director
International Agricultural
Institute
University of California
Davis, California 95616

Hugh L. Popenoe, Director
International Programs
Institute of Food & Agricultural
Sciences
University of Florida
Gainesville, Florida 32603

C. C. Murray, Director
Inter-Institutional Programs in
International Affairs
The University of Georgia
Athens, Georgia 30601

C. Peairs Wilson, Dean
College of Tropical Agriculture
University of Hawaii
Honolulu, Hawaii 96822

Dean Wendell Keepper
School of Agriculture
Southern Illinois University
Carbondale, Illinois 62901

George K. Brinegar, Director
International Agricultural
Programs
University of Illinois
Urbana, Illinois 61801

D. Woods Thomas, Director
Division of International
Programs in Agriculture
Purdue University
Lafayette, Indiana 47907

Raleigh Fosbrink
Assistant Director
International Programs in
Agriculture
Purdue University
Lafayette, Indiana 47907

Floyd Andre, Dean
College of Agriculture
Iowa State University
Ames, Iowa 50010

Glenn H. Beck
Vice President for Agriculture
Waters Hall
Kansas State University
Manhattan, Kansas 66502

Robert A. Bohannon, Director
International Agricultural
Programs
Waters Hall
Kansas State University
Manhattan, Kansas 66502

Mike Duff, Director
Development Programs
College of Agriculture
University of Kentucky
Lexington, Kentucky 40506

J. Norman Efferson, Dean
College of Agriculture
Louisiana State University
Baton Rouge, Louisiana 70803

James M. Clark
University Representative
International Activities
University of Maine
Orono, Maine 04473

Arless A. Spielman, Dean
College of Agriculture
University of Massachusetts
Amherst, Massachusetts 01002

Kirk Lawton, Director
Institute of International
Agriculture and Nutrition
Michigan State University
East Lansing, Michigan 48823

John Blackmore, Director
International Agricultural
Programs
College of Agriculture
University of Minnesota
St. Paul, Minnesota 55101

Ray F. Dawson, Director
International Agricultural
Programs
College of Agriculture and
Environmental Science
Rutgers University
New Brunswick, New Jersey 08903

H. Dean Bunch, Director
International Programs in
Agriculture and Forestry
Mississippi State University
State College, Mississippi 39762

J. V. Enzie, Assistant Dean
College of Agriculture and
Home Economics
New Mexico State University
Las Cruces, New Mexico 88001

Joshua M. Morse III
Dean, School of Law
Director, Legal Institute of
Agriculture and Resource
Development
The University of Mississippi
University, Mississippi 38677

Kenneth L. Turk, Director
International Agricultural
Development
New York State College of
Agriculture
Cornell University
Ithaca, New York 14850

Elmer Kiehl, Dean
College of Agriculture
University of Missouri
Columbia, Missouri 65201

Burleigh C. Webb, Dean
School of Agriculture
North Carolina Agricultural &
Technical State University
Greensboro, North Carolina 27411

Robert G. Dunbar, Director
Center for International Programs
Montana State University
Bozeman, Montana 59715

Arthur J. Coutu, Director
International Agriculture
Programs
School of Agriculture and
Life Sciences
Raleigh, North Carolina 27607

E. F. Frolik, Dean
College of Agriculture and
Home Economics
University of Nebraska
Lincoln, Nebraska 68508

Mervin G. Smith
Assistant Dean
Coordinator, International
Affairs
College of Agriculture and
Home Economics
The Ohio State University
Columbus, Ohio 43210

Harry A. Keener, Dean
College of Agriculture
University of New Hampshire
Durham, New Hampshire

W. S. Abbott, Coordinator
International Programs
Oklahoma State University
Stillwater, Oklahoma 74074

E. C. Stevenson, Associate Dean
Resident Instruction
School of Agriculture
Oregon State University
Corvallis, Oregon 97331

Robert H. McAlexander, Coordinator
International Agricultural
Development
College of Agriculture
The Pennsylvania State University
University Park, Pennsylvania 16802

Arturo Roque, Director
Experimental Station
University of Puerto Rico
Box "H"
Rio Piedras, Puerto Rico

D. Arlington Eddy
Assistant to Director of Resident
Instruction
South Dakota State University
Brookings, South Dakota 57006

Webster Pendergrass, Vice Chancellor
Institute of Agriculture
The University of Tennessee
Knoxville, Tennessee 37916

Lewis H. Dickson, Director
International Agricultural Programs
The University of Tennessee
Knoxville, Tennessee 37916

David Hamilton, Dean
School of Agriculture and
Home Economics
Tennessee A & I State University
Nashville, Tennessee 37203

Jack D. Gray, Director
Office of International Programs
Texas A & M University
College Station, Texas 77843

Vearl R. Smith, Dean
College of Agriculture
Utah State University
Logan, Utah 84321

Thomas W. Dowe, Dean
College of Agriculture
The University of Vermont
Burlington, Vermont 05401

Wilson B. Bell
Dean of Agriculture
Virginia Polytechnic Institute
Blacksburg, Virginia 24061

Robert S. Dunbar, Dean
College of Agriculture and
Forestry
West Virginia University
Morgantown, West Virginia 26506

Newton M. Baughman, Director
International Programs
Division of Agriculture
West Virginia University
Morgantown, West Virginia 26506

E. E. Heizer, Associate Director
International Agricultural
Programs
Agriculture Hall
University of Wisconsin
Madison, Wisconsin 53706

SECTION VI
FINANCIAL ORGANIZATIONS ACTIVE IN
INTERNATIONAL AGRIBUSINESS AND RELATED AREAS

UNITED STATES AGENCIES
INTERNATIONAL AGENCIES
FOREIGN REGIONAL INSTITUTIONS
PRIVATE ORGANIZATIONS

1. UNITED STATES AGENCIES

(1) Export-Import Bank of the United States

Address : 811 Vermont Ave. N.W.
Washington, D.C. 20571

Telephone : (202) RE 7-7890

Principal Officer : Harold F. Linder
Chairman and President

Purpose : To promote U.S. exports through dollar loans and assistance to exporters by means of financing, guarantees and insurance.

Loans : Lends dollars only. Terms: for agricultural commodities -- up to 12-15 months; for long term capital loans, 5-20 years (interest on these loans generally 6 per cent per annum).

Guarantees and Insurance : Provides medium term political and credit guarantees to financial institutions in the United States. The institutions must assume the credit risks on the early maturities, which constitute 30 to 50 per cent of the total financing. Cooperates with Foreign Credit Insurance Association in providing political and credit insurance for exporters.

Who Can Borrow : United States private enterprises, foreign private enterprises; foreign governments and government agencies.

Where the Money Must be Spent : United States.

Private Participation in Agency Loans : Eximbank encourages commercial banks and other private financial institutions to participate.

Must Seek Private Capital First : Yes

Must Ship Only in United States Vessels : Yes, unless waived by Maritime Administration. No restriction where assistance is by guarantee or insurance.

(2) Agency for International Development

Address : 21st Street and Virginia Avenue, N.W.
(New State Building)
Washington, D.C. 20523

Telephone : (202) RE 7-5600

Principal Officer : William S. Gaud
Administrator

Purpose : To promote economic development in the less-developed countries.

Loans : Loans to a country may be for terms up to 40 years, including a 10-year grace period, with interest as low as 1 per cent per annum during the grace period and $2\frac{1}{2}$ per cent per annum thereafter. Loans to private enterprise negotiated on basis of enterprise involved, with minimum interest rate of 6 per cent per annum.

Guarantees and Insurance : Specific risk and extended risk guarantees available to private investors.

Who Can Borrow : Governments or government entities of less-developed friendly countries, and certain private enterprises. This includes development banks, agricultural banks, housing banks.

Where the Money Must Be Spent : United States, with few exceptions.

Private Participation in Agency Loans : None.

Must Seek Private Capital First : Administrator must take into account whether financing is available from other free-world sources on reasonable terms.

Must Ship Only in United States Vessels : Not less than 50 per cent in U.S. vessels, more if desired; AID will pay freight only on cargo shipped in U.S. vessels.

Special Conditions Applicable To Local Currency Loans

Loans : Lends in local currencies at local interest rates, usually 3 to 10 years (15 years in exceptional circumstances). Loans must be acceptable to the foreign country.

AID continued

Guarantees and Insurance	: Not applicable.
Who Can Borrow	: U.S. firms and their affiliates, branches subsidiaries. For overseas market expansion for U.S. agricultural products, firms of the host country also are eligible.
Where the Money Must Be Spent	: Within the country in which the funds originate.
Private Participation in Agency Loans	: None.
Must Seek Private Capital First	: No.
Must Ship Only in United States Vessels	: Not applicable.

(3) Commodity Credit Corporation

Address : 14th and Independence Avenue, S.W.
Washington, D.C. 20250

Telephone : (202) DU 8-3631

Principal Officer : Secretary of Agriculture Orville L. Freeman,
Chairman

Purpose : To promote exports of U.S. agricultural
commodities.

Loans : Grants credits up to 3 years on applications
supported by letters of credit issued, confirmed
or advised by U.S. banks.

Guarantees and
Insurance : No.

Who Can Borrow : Export firms in the United States.

Where the Money
Must be Spent : United States

Private Participation
in Agency Loans : Not applicable; see Loans.

Must Seek Private
Capital First : See Loans.

Must Ship Only in
United States : No.
Vessels

2. INTERNATIONAL AGENCIES

(1) International Bank for Reconstruction and Development ("World Bank")

Address : 1818 H Street, N.W.
Washington, D.C. 20433

Telephone : (202) EX 3-6360

Principal Officer : Robert S. McNamara, President

Purpose : To finance projects helping to build the foundations of economic growth in less developed countries.

Loans : Lends dollars and other currencies.
Terms: 5 to 35 years, depending on project. Current standard rate: $6\frac{1}{4}$ per cent per annum. Government guarantees required except on loans to IFC.

Guarantees and Insurance : Has authority to guarantee loans in whole or in part, but does not do so.

Who Can Borrow : Governments of member nations, including territories and political subdivisions; political or private entities; public international or regional organizations.

Where the Money Must be Spent : Member countries and Switzerland; normally other than the one in which project is located.

Private Participation
in Agency Loans : Commercial banks and other financial institutions welcomed.

Must Seek Private Capital First : Yes.

Must Ship Only in United States Vessels : No.

(2) International Development Association

Address : 1818 H Street, N.W.
Washington, D.C. 20433

Telephone : (202) EX 3-6300

Principal Officer : Robert S. McNamara, President

Purpose : To finance projects helping to build the foundations of economic growth in less-developed countries.

Loans : Terms may be varied. To date loans have been for 50 years without interest, with repayment in a convertible currency, after a 10-year grace period. There is a service charge of 3/4 per cent per annum on the outstanding balance.

Guarantees and Insurance : Has authority to guarantee loans in whole or in part, but does not do so.

Who Can Borrow : Governments of member nations, including territories and political subdivisions; political or private entities; public international or regional organizations.

Where the Money Must Be Spent : Member countries and Switzerland; normally other than the one in which project is located.

Private Participation in Agency Loans : No.

Must Seek Private Capital First : Yes, and also World Bank.

Must Ship Only in United States Vessels : No.

(3) International Finance Corporation

Address : 1818 H Street, N.W.
Washington, D.C. 20433

Telephone : (202) EX 3-6360

Principal Officer : Martin M. Rosen
Executive Vice President

Purpose : To finance only private enterprises
contributing to economic development of
less developed member countries.

Loans : Invests in or lends to any enterprise that
makes a useful contribution to the economic
development of a member country. Does not
invest in undertakings that are government-
owned or government-operated. Can now
invest in capital stock.

Guarantees and Insurance : Can underwrite the subscription of capital
: issues.

Who Can Borrow : Private companies in member countries.

Where the Money Must Be Spent : Member countries and Switzerland.

Private Participation: Welcomes financial participation by financial
in Agency Loans institutions or industrial partners in member
countries.

Must Seek Private Capital First : Yes.

Must Ship Only in United States Vessels : No.

3. FOREIGN REGIONAL INSTITUTIONS

(1) Inter-American Development Bank

Address	: 808 17th Street, N.W. Washington, D.C. 20577
Telephone	: (202) 393-4171
Principal Officer	: Felipe Herrera President
Purpose	: Principally to accelerate the economic development of its Latin American member nations; also finances social development projects.
Loans	: Lends in currencies of all member nations. Ordinary loans require repayment in the currency lent, but Special Fund loans may permit repayment in the borrowing nation's own currency. Social Progress Trust Fund Loans generally are repayable in local currency.
Guarantees and Insurance	: Has authority to guarantee loans but has not yet done so.
Who Can Borrow	: Public or private entities in member countries.
Where the Money Must Be Spent	: Ordinary capital: worldwide procurement; Special Fund and Social Progress Trust Fund: in U.S. or recipient country.
Private Participation in Agency Loans	: Encouraged.
Must Seek Private Capital First	: Yes, and other public capital.
Must Ship Only in United States Vessels	: Ordinary capital: no; Special Fund and Social Progress Trust Fund: yes, unless waived by Maritime Administration.

(2) Adela Investment Company, S.A.

Address : Casilla 207
Lima, Peru

Telephone : 76-230

Principal Officer : Marcus Wallenburg, Sr., Chairman

Purpose : The ADELA Investment Co. (ADELA) is a multi-national private investment company currently supported by more than 120 business enterprises, industrial companies and financial institutions in Europe, the U.S., Canada and Japan for the purpose of making and developing capital investments in private enterprises in Latin America. ADELA seeks to encourage and support private capital in the development of Latin American through its financial, technical and managerial resources. ADELA is principally an equity investment company. Loans extended by ADELA always contain an equity feature in the form of a stock purchase option or in conjunction with a direct equity investment. ADELA does not seek financial control and management responsibility in enterprises in which it invests.

(3) Asian Development Bank

Address : Commercial Center
P.O. Box 126
Makati, Rizal, Philippines

Telephone : 88-87-81--88-87-88

Principal Officer : Takeshi Watanabe, President

Purpose : To promote investment in the ECAFE region of public and private capital for development purposes.

Loans : Ordinary loan operations are normally intended to cover the foreign exchange or local currency components of the cost structure of specific projects. Special operations are those financed from the Special Funds, including a Special Agricultural Fund, managed by the Bank. These funds are used for assistance in projects of high development priority and usually involve longer maturities, extended grace periods, and lower interest rates than those established for ordinary operations. The Bank may also make or participate in loans to facilitate pre-investment and feasibility studies and project preparation.

Guarantees and Insurance : The Bank may guarantee whether as primary, or secondary obligor, in whole or in part, loans for economic development.

Who Can Borrow : Public or private entities in member countries.

Where the Money Must Be Spent : Proceeds of loans, investments, or other financing by the Bank must be used only for procurement in member countries for goods and services produced in member countries.

(4) Central American Bank for Economic Integration

Address : Apartado Postal No. 772
Tegucigalpa, D.C., Honduras

Telephone : 22230/39

Principal Officer : Gustavo A. Guerrero, Chairman

Purpose : To promote the economic integration and
balanced economic development of Guatemala,
El Salvador, Honduras, Nicaragua and Costa Rica.

Loans : Empowered to grant medium- and long-term loans;
join other credit institutions in financing
specific projects and invest in the capital
industrial enterprises. As a general rule,
the Bank can finance up to 60% of the invest-
ment on a project, excluding feasibility
studies. Loans may be made in one or more
currencies.

Guarantees and
Insurance : Has authority to provide guarantees.

Who Can Borrow : Public institutions and private enterprises
of member countries.

Private Participation
in Agency Loans : Encouraged.

(5) Kuwait Fund for Arab Economic Development

Address : P.O. Box 2921
Kuwait, Kuwait

Telephone : 39079

Principal Officer : Kuwait Minister of Finance and Industry

Purpose : To assist the Arab states in developing their
economies, by offering loan funds necessary for
the execution of their development programs.

Loans : As a general rule, the KFAED finances only the
foreign exchange costs of projects or 50% of
the total costs, whichever is lower. Longer
terms and lower rates have been approved for
loans of irrigation and agricultural develop-
ment schemes of key economic importance and
important social benefits.

4. PRIVATE FINANCIAL INSTITUTIONS WITH FOREIGN AFFILIATES

Expansion of U.S. banking abroad has proceeded at a rapid pace, particularly in the less developed countries. U.S. banks, operating principally through their Edge Act subsidiaries now have more than 600 branches, resident representatives or direct affiliations in nearly 100 foreign countries and territories. This is in addition to the long-established correspondent banking system that links independent banks throughout the world.

American traders and investors in agribusiness can look to these banks for advice and guidance on international business matters and for services of the vast banking network for investigation of markets, availability of financing and other kinds of assistance normally involved in international business transactions.

- | | | |
|--|---|---|
| <p>(1) AMERICAN
EXPRESS
COMPANY,
<u>New York:</u>
Austria
Belgium
France
Germany
Greece
Hong Kong
India
Italy
Japan
Lebanon
Netherlands
Okinawa
Pakistan
Taiwan
United Kingdom
Switzerland</p> | <p>Cameroon
Chile
Colombia
Congo (Brazzaville)
Congo (Kinshasa)
Denmark
Ecuador
France
Germany
Greece
Guam
Guatemala
Honduras
Hong Kong
India
Iran
Italy
Ivory Coast
Japan
Kenya
Lebanon
Libya
Malaysia
Mexico
Morocco
Netherlands
Nicaragua
Nigeria
Okinawa
Pakistan
Panama
Peru
Philippines</p> | <p>Portugal
Rwanda
Senegal
Singapore
Spain
Switzerland
Thailand
Taiwan
Tunisia
Turkey
Uganda
United Kingdom
Venezuela
Viet Nam
Zambia</p> |
| <p>(2) BANK OF AMERICA,
San Francisco &
<u>New York:</u>
Argentina
Australia
Austria
Bahamas
Belgium
Bolivia
Brazil
Burundi</p> | <p>(3) BANK OF
CALIFORNIA,
San Francisco &
<u>New York:</u>
Guatemala
Philippines
Taiwan</p> | <p>(4) BANKERS TRUST
<u>COMPANY, New York:</u>
Australia
Belgium
Cameroon
Colombia
Congo (Brazzaville)</p> |

France
Germany
India
Italy
Ivory Coast
Lebanon
Liberia
Luxembourg
Malaysia
Mexico
Nigeria
Philippines
Senegal
Taiwan
Tunisia
United Kingdom

(5) BANK OF NEW YORK,
New York:

Bahamas
United Kingdom

(6) CHASE MANHATTAN
BANK, New York:

Angola
Argentina
Australia
Austria
Bahamas
Belgium
Botswana
Brazil
Cameroon
Canada
Canal Zone
Colombia
Dominican Republic
France
Gambia
Germany
Ghana
Greece
Guyana
Honduras
Hong Kong
India
Iran
Italy

Ivory Coast
Japan
Kenya
Korea
Lebanon
Lesotho
Liberia
Malawi
Malaysia
Mexico
Mozambique
Netherlands
Nigeria
Panama
Papua/New Guinea
Peru
Philippines
Rhodesia
Sierra Leone
Singapore
South Africa
South West Africa
Spain
Swaziland
Switzerland
Thailand
Trinidad
Uganda
Venezuela
Viet Nam
Virgin Islands
United Kingdom
Zambia

(7) CHEMICAL BANK
NEW YORK TRUST
COMPANY, New York:

Brazil
France
Germany
Liberia
Mexico
Philippines
United Kingdom
Venezuela

(8) CITIZENS AND
SOUTHERN
NATIONAL BANK
AND TRUST
COMPANY, Atlanta:
Colombia

(9) CONTINENTAL
ILLINOIS
NATIONAL BANK &
TRUST COMPANY,
Chicago & New York:
Argentina
Belgium
Colombia
Germany
Italy
Philippines
Spain
Switzerland
United Kingdom
Venezuela
Zambia

(10) CROCKER-CITIZENS
NATIONAL BANK,
San Francisco:
Belgium
Philippines
United Kingdom

(11) FIDELITY BANK,
Philadelphia:
Australia
Colombia
Ecuador
France
India
Israel
Peru
Philippines
Switzerland
Venezuela

(12) FIRST NATIONAL
BANK OF BOSTON,
Boston &
New York:

Argentina
Australia
Austria
Bahamas
Belgium
Brazil
Canada
Colombia
Denmark
El Salvador
Finland
France
Germany
India
Ireland
Israel
Italy
Lebanon
Netherlands
Philippines
Portugal
South Africa
Spain
Sweden
Switzerland
United Kingdom

(13) FIRST NATIONAL
BANK OF CHICAGO,
Chicago &
New York:

Germany
Japan
Malaysia
Netherlands
Peru
United Kingdom
Venezuela

(14) FIRST NATIONAL
BANK OF MIAMI,
Miami:
Bahamas

(15) FIRST NATIONAL
CITY BANK,
New York:

Argentina
Australia
Bahamas
Belgium
Bolivia
Brazil
Cameroon
Canada
Canal Zone
Central African Rep.
Chad
Congo (Brazzaville)
Dahomey
Dominican Republic
Ecuador
El Salvador
France
Gabon
Germany
Greece
Honduras
Hong Kong
India
Ireland
Italy
Ivory Coast
Jamaica
Japan
Lebanon
Liberia
Malaysia
Mali
Mauritania
Mexico
Netherlands
Nicaragua
Niger
Nigeria
Pakistan
Panama
Paraguay
Peru
Philippines
Saudi Arabia
Senegal
Singapore
South Africa

Spain
Switzerland
Taiwan
Togo
Trinidad & Tobago
Trucial States
United Kingdom
Upper Volta
Uruguay
Venezuela
Virgin Islands

(16) FIRST
PENNSYLVANIA
BANKING & TRUST
COMPANY, Philadelphia:

Bahamas
Colombia
Israel
Philippines
Virgin Islands
(U.S. & British)

(17) IRVING TRUST
COMPANY, New York:

Finland
France
Hong Kong
Jordan
Lebanon
Nigeria
Pakistan
Philippines
United Kingdom

(18) MANUFACTURERS
HANOVER TRUST
COMPANY, New York:

Australia
Belgium
Brazil
Colombia
Finland
France
Germany
Greece
Italy

- (19) MANUFACTURERS
NATIONAL BANK
OF DETROIT,
Detroit:
Canada
Colombia
Spain
- (20) MARINE MIDLAND
GRACE TRUST
COMPANY, New York:
France
Germany
Hong Kong
Spain
United Kingdom
- (21) MELLON NATIONAL
BANK & TRUST
COMPANY, Pitts-
burgh & New York:
Argentina
Brazil
Chile
Colombia
Ecuador
El Salvador
Guatemala
Nicaragua
Paraguay
Peru
Rhodesia
South Africa
Trinidad
Uruguay
- (22) MORGAN GUARANTY
TRUST COMPANY,
New York:
Argentina
Australia
Bahamas
Belgium
Brazil
Cameroon
Congo(Brazzaville)
Congo(Kinshasa)
- France
Gabon
Germany
Ghana
India
Italy
Ivory Coast
Japan
Lebanon
Libya
Luxembourg
Malaysia
Mexico
Morocco
Netherlands
Pakistan
Peru
Philippines
Rwanda
Senegal
Spain
Taiwan
Tunisia
Venezuela
United Kingdom
- (23) NATIONAL BANK
OF COMMERCE OF
SEATTLE, Seattle:
Hong Kong
- (24) PHILADELPHIA
NATIONAL BANK,
Philadelphia:
Colombia
Philippines
- (25) PITTSBURGH
NATIONAL BANK,
Pittsburgh:
France
- (26) UNITED
CALIFORNIA
BANK, Los Angeles:
Bahamas
Greece
- Mexico
Nicaragua
Thailand
- (27) WACHOVIA BANK
AND TRUST CO.,
Winston-Salem:
Bahamas
France
- (28) WELLS FARGO
BANK, San Francisco:
Colombia
El Salvador
Japan
Mexico
Nicaragua
Peru
Philippines
Spain
Thailand
United Kingdom

Country Locator List For Banks

In the following list U.S. banking institutions operating in various countries are indicated by the number assigned to them on the four preceding pages. Dahomey, for example, is followed by the number 15, the number assigned to the First National City Bank of New York.

WESTERN HEMISPHERE:

Argentina-2,6,9,12,15,21,22
Bahamas-2,5,6,12,14,15,16,22,26,27
Bolivia-2,15
Brazil-2,6,7,12,15,18,21,22
Canada-6,12,15,19
Canal Zone-6,15
Chile-2,21
Colombia-2,4,6,8,9,11,12,16,18,19,
21,24,28
Dominican Republic-6,15
Ecuador-2,11,15,21
El Salvadore-12,15,21,28
Guatemala-2,3,21
Guyana-6
Honduras-2,6,15,21
Jamaica-15,21
Mexico-2,4,6,7,9,15,18,22,26,28
Nicaragua-2,15,21,26,28
Panama-2,6,15
Paraguay-15,21
Peru-2,6,11,13,15,18,21,22,28
Trinidad & Tobago-6,15,21
Uruguay-15,21
Venezuela-2,6,7,9,11,13,15,18,22
Virgin Islands-6,15,16

EUROPE:

Austria-1,2,6,12
Belgium-1,2,4,6,9,10,12,15,18,22
Denmark-2,12
France-1,2,4,6,7,11,12,15,17,18,20,
22,25,27
Finland-12,17,18
Germany-1,2,4,6,7,9,12,13,15,18,
20,22
Greece-1,2,6,15,18,26
Ireland-12,15
Italy-1,2,4,6,9,12,15,18,22
Luxembourg-4,22
Netherlands-1,2,6,9,12,13,15,22
Portugal-2,12
Spain-2,6,9,12,15,18,19,20,22,28
Sweden-12

Switzerland-1,2,6,9,11,12,15
United Kingdom-1,2,4,5,6,7,9,10,
12,13,15,17,18,
20,22,28

FAR EAST:

Australia-2,4,6,11,12,15,18,22
Guam-2
Hong Kong-1,2,6,15,17,20,23
Japan-1,2,6,9,13,15,18,22,28
Korea-6
Malaysia-2,4,6,13,15,18,22
Okinawa-1,2
Papua/New Guinea-6
Philippines-2,3,4,6,7,9,10,11,12,
15,16,17,18,22,24,28
Singapore-2,6,15
Taiwan-1,2,3,4,15,22
Thailand-2,6,18,26,28
Viet Nam-2,6

AFRICA:

Angola-6
Botswana-6
Burundi-2
Cameroon-2,4,6,15,22
Central African Republic-15
Chad-15
Congo (Brazzaville)-2,4,15,22
Congo (Kinshasa)-2,22
Dahomey-15
Gabon-15,22
Gambia-6
Ghana-6,22
Ivory Coast-2,4,6,15,22
Kenya-2,6,21
Lesotho-6
Liberia-4,6,7,15
Libya-2,22
Malawi-6
Mali-15
Mauritania-15
Morocco-2,9,22

AFRICA (cont.):

Mozambique-6
Niger-15
Nigeria-2,4,6,15,17
Rhodesia-6,21
Rwanda-2,22
Senegal-2,4,15,22
Sierra Leone-6
South Africa-6,12,15,21
Southwest Africa-6
Swaziland-6
Togo-15
Tunisia-2,4,22
Uganda-2,6
Upper Volta-15
Zambia-2,6,9

NEAR EAST/SOUTH ASIA:

India-1,2,4,6,11,12,15,22
Iran-2,6
Israel-11,12,16
Jordan-17
Lebanon-1,2,4,6,12,15,17,18,22
Pakistan-1,2,15,17,22
Saudi Arabia-15
Trucial States-15
Turkey-2

SECTION VII
INTERNATIONAL ORGANIZATIONS

United Nations Organizations

Food and Agriculture Organization
FAO/Industry Cooperative Program
FAO/UN Regional Offices
United Nations Industrial Development Organization
United Nations Conference on Trade and Development

Organization for Economic Cooperation and Development

Organization of American States

1. United Nations Organizations

(1) Food and Agriculture Organization (FAO)

Via delle Terme di Caracalla
00100 Rome, Italy

Director-General : A. H. Boerma (Netherlands)
Deputy Director-General: O. V. Wells (United States)

North American Regional Office
Harold A. Vogel, Representative
Room 1574, South Building
U.S. Department of Agriculture
Washington, D.C. 20250

FAO, founded in October 1945, is the oldest of the postwar U.N. specialized agencies. Its objectives are to raise the living and nutritional levels of all peoples by helping them to improve their agriculture, fisheries and forestry. The preamble of the Organization was amended in 1965 to state that its ultimate objective is to ensure freedom from hunger for all mankind. An essential function of FAO is to act as a clearing house for information - to collect, analyze and disseminate statistical and other basic data related to food and agriculture, publishing the material in three official languages, English, French and Spanish. At the beginning of 1968 more than 100 nations were members.

FAO/Industry Cooperative Program
Via delle Terme di Caracalla
00100 Rome, Italy

Director : Herbert C. Felix
Assistant Director: A. G. Friedrich
Liaison Officer : Walter W. Simons

The Program was organized to facilitate close and direct working relations between FAO, industry and governments. The secretariat of the Program is located at FAO headquarters in Rome and is responsible for maintaining a two-way channel of communication between FAO and industry through day-to-day contacts with both.

Membership is open to senior executives of companies which participate directly in the expansion of agro-allied industries in the developing countries, including those (1) producing and processing raw materials from agriculture, including animal husbandry, forestry and fisheries, (2) supplying production requisites such as seeds, machinery, equipment, fertilizers, pesticides and other chemicals.

Activities are largely project-oriented, an orientation essential for the Program's success in serving as a catalyst for accelerating development. This emphasis does not, however, detract from the importance of the growing dialogue between FAO and industry.

FAO/UN Regional Offices

FAO maintains close working relations with the United Nations Regional Commissions for Africa, Asia and the Far East, Europe, and Latin America. This takes the form of maintaining a joint Agriculture Division in each of the Regional Commissions offices. The work of these joint divisions is increasingly being oriented to the study of the means of expanding agricultural trade between developing regions and of the agricultural aspects of regional economic integration plans and of the role of agriculture as a whole.

Africa

Economic Commission for Africa (ECA)
Mr. W. J. Habashi
P.O. Box 3001
Addis Ababa, Ethiopia

Asia and Far East

Economic Commission for Asia and the Far East (ECAFE)
Chief Joint Division
Mr. M. Yamashita
Rajadamnern Avenue
Bangkok, Thailand

Europe

Economic Commission for Europe (ECE)
Director, Joint Division
Mr. Rados Stamenkovic
Palais de Nations
Geneva, Switzerland

Latin America

Economic Commission for Latin America (ECLA)
Chief Joint Division
Mr. J. Schatan
Avenida Providencia 871, 7th Floor
Santiago, Chile

Washington Office: 1819 H. Street, N.W.
Washington, D.C. 20006 - David H. Pollock, Chief
Ernesto Guesta, Deputy Chief

(2) United Nations Industrial Development Organization (UNIDO)

Felderhaus

Rathaus 2

A-1010, Vienna, Austria

Executive Director: I. H. Abdel-Rahman (UAR)

UNIDO, established in January, 1967 is an autonomous body within the United Nations, designed to promote industrialization in the developing countries and to coordinate activities undertaken by the United Nations family in this field. In the fulfillment of this purpose, the organization carries out two types of activities, namely, (1) operational activities and (2) action-oriented studies and research programs.

In addition to executing its own field activities, UNIDO is a participating agency in the United Nations Development Program. To achieve better coordination in assistance to the industrialization of developing countries, an agreement between UNIDO and UNDP provides for the appointment of UNIDO Field Advisors, to be stationed in the offices of the UNDP Resident Representatives. The UNIDO Advisors are in direct contact with the technical authorities of the Governments receiving assistance from UNDP on industrial projects, many of which will concern agribusiness.

The second category of UNIDO activity -- studies and research -- is financed from the United Nations regular budget and includes the compilation, analysis, publication and dissemination of data concerning various aspects of industrialization, such as industrial technology, investment, financing, production, management and planning.

(3) United Nations Conference on Trade and Development (UNCTAD)
Palais des Nations
Geneva 10, Switzerland

Secretary-General: Raul Prebisch

UNCTAD is a permanent organ of the UN General Assembly. It was established in 1964 to promote international trade, especially with a view toward accelerating economic development, particularly trade between countries at different stages of development. It aims to formulate principles and policies on international trade and related problems of economic development. It makes proposals for putting such principles and policies into effect, and reviews and facilitates the coordination of activities of other institutions within the United Nations. It takes action, where appropriate, in cooperation with the competent organs of the UN for the negotiation and adoption of multilateral agreements in the field of trade. It aims also to be available as a center for harmonizing the trade and trade-related development policies of governments and regional economic groups.

The first meeting of UNCTAD, in 1964, was the largest trade conference on record, with representatives from 118 countries. At the second conference, in 1968, one of the important actions was the establishment of a Special Committee on Preferences, which will make recommendations on a system of trade preferences for developing countries.

2. Organization for Economic Cooperation and Development (OECD)

Chateau de la Muette
2 rue Andre Pascal
Paris 16e, France

U.S. Publications Center
Suite 1305
1750 Pennsylvania Avenue, N.W.
Washington, D.C. 20006

Secretary-General: Thorkil Kristensen

OECD was established by a Convention signed in Paris in December, 1960. Its parent body was the Organization for European Economic Cooperation (OEEC), a structure formed to allocate Marshall Plan aid and to promote cooperation among the European countries in post-war recovery efforts. It is composed of 18 European members, Canada, Japan and the United States. It has three basic objectives:

1. To promote the highest sustainable economic growth and employment and a rising standard of living in the member countries, while maintaining financial stability.
2. To contribute to the sound economic expansion of both member and non-member nations which are in the process of development.
3. To further the expansion of world trade on a multilateral, non-discriminatory basis in accordance with international objectives.

OECD Operations in or concerned with international agribusiness are centered largely in the Agricultural Directorate, the Development Assistance Directorate and the Development Center. The functions of these areas of activity are shown in the following listing.

- (1) Agriculture Directorate
94, rue Chardon - Lagache
Paris, France

Director: Albert Simantov

- (a) Agricultural Policies Division - works to bring the agricultural policies of the member countries closer together through the formulation of basic principles and general rules relative to various aspects of these policies. In support of this goal, detailed annual studies of each country's agricultural policy, or some aspect thereof, such as farm income, are conducted.

- (b) Agricultural Markets Division - analyzes short-term market prospects for agricultural commodities, and develops programs for achieving long-term adjustment of supply and demand.
 - (c) Technical Action Division - conducts research on the structural adjustment of agriculture to economic development and growth. These activities are especially concerned with rural regional development, land utilization, promotion of research centers and manpower problems in agriculture.
- (2) Development Assistance Directorate
Chateau de la Muette
2 rue Andre Pascal
Paris 16e, France

Director: Ernest Parsons

This Directorate conducts all programs and studies related to the economic assistance given the developing countries. Of primary importance is the Annual Aid Review, which is a detailed examination of each member country's assistance program. Particular attention is paid to the collection of standardized statistics on the flow of financial resources to developing countries.

- (3) Development Center
91 Boulevard Exelmans
Paris, France

President: Andre Philip

The Development Center acts as a permanent liaison body between OECD and the non-member developing countries. In this capacity, it takes an active part in transmitting the experience gained by OECD in many fields, such as long-term planning for education. In addition to its research activities described below, the Center provides advanced training for officials from developing nations on the theory and practice of economic development and policy formulation. It also makes documented responses to specific questions raised by policy-makers in the developing countries.

- (a) Research Division - conducts analyses on basic economic problems, selected from among those faced by developing countries, with a view to achieving better understanding of the development process and bringing out its essential features. One area currently the subject of an in-depth study is the role of fertilizers as it effects both the agricultural and industrial development of these countries.

3. Organization of American States

General Secretariat: Pan American Union
Constitution Avenue and Seventeenth Street
Washington, D.C. 20006

Secretary-General : Galo Plaza (Ecuador)

On April 14, 1890 representatives of the American republics, meeting in Washington, established an "International Union of the American Republics" and, as its central office, a "Commercial Bureau of American Republics," which later became the Pan American Union. The charter of the Organization of American States was ratified at Bogota in 1948. The purpose of the OAS is to achieve an order of peace and justice, promote American solidarity, strengthen collaboration among the member states and defend their sovereignty, territorial integrity and independence.

In agriculture, including agribusiness, the major specialized activities of OAS are carried out by the Inter-American Institute of Agricultural Sciences and by the Department of Economic Affairs, Pan American Union, whose locations, principal officers and functions are listed hereafter.

(1) Inter-American Institute of Agricultural Sciences (IAIAS)

Washington Headquarters

Room 1029

Paramount Building

1735 Eye Street, N.W.

Washington, D.C. 20006

Washington Representative: Eduardo S. Bell

Field Headquarters

Box 74

Turrialba, Costa Rica

Function: To promote the development of agriculture in the Americas through research, teaching and the dissemination of productive information.

(2) Department of Economic Affairs

Pan American Union

a. Agricultural Economics Unit, Remy T. Freire, Chief

Room 1020, Premier Building

1725 Eye Street, N.W.

Washington, D. C. 20006

Functions: Preparation of the agricultural section of the annual country reviews by the Inter-America Committee on the Alliance for Progress. Provides technical assistance for specific agricultural problems in the member countries.

- b. International Economics Unit, Ovidio Martinez, Interim Chief
Room 1026, Premier Building
1725 Eye Street, N.W.
Washington, D.C. 20006
Functions: Examination of trade agreements and policies in
basic commodities for the purpose of recommending
appropriate changes.
- c. Natural Resources Unit, Kurk P. Rogers, Chief
Room 704, Premier Building
1725 Eye Street, N.W.
Washington, D.C. 20006
Functions: Compiles information on the natural resources of
each member country.

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